

TO: WORKFORCE DEVELOPMENT COMMUNITY

SUBJECT: LET'S TALK BUSINESS WORKSHOP

The Capacity Building Unit of the Workforce Investment Division is pleased to announce the availability of a new workshop entitled "Let's Talk Business." This one-day workshop was designed specifically for local One-Stop management and staff who work with their local Workforce Investment Act (WIA) business customers.

As the WIA program has continued to evolve, the functions within local One-Stops are changing and the way we think about and talk with employers continues to evolve. This course is designed to encourage One-Stop staff to view their job in terms of a broker who acts as an intermediary between job seekers and local businesses. Staff will see their role changing to reflect ongoing changes in workforce policies, funding and local economic development efforts.

The learning objectives for this training are:

- To identify two needs common to most employers
- To differentiate between employment brokers and job developers
- To list two returns on investment (ROI) as employment brokers
- To demonstrate the process of brokering with a client and a job seeker

If you are interested in hosting this workshop, please contact Susan Moore at (916) 657-0210 or e-mail smoore1@edd.ca.gov, or Rick Record at (916) 653-5344 or e-mail hrecord@edd.ca.gov.

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